

## EXPERIENCE PROFILE

An Automobile Engineer with 26 years of progressive experience as National Sales Manager in Automotive OEM, Aftermarket, Industrial Sales

Education-Diploma In Automobile Engg

Dob-xx/xx/1970 (50 Yrs)

Marital Status- Married

Languages-Kannada,Hindi,English,Marathi

**Key Skills**

- Sales & Marketing,
- Product Management Supply Chain Management
- People & Performance Management. Sourcing,
- Customer Relationship Management Product Development &
- New Launches
- New Project Implementation
- Preparation & Control Of Aop
- Implementation Of Organizational Goals ,
- Domestic & International Sales

**Products Handled**

- Engine Gaskets,
- Bearings,
- Steering & Suspension Parts,
- Castings Forgings Machined Precision Parts, Radiators, E Bikes
- Rubber Parts, Fine Blanking Parts,
- Material Testing Machines.

**CUSTOMERS HANDLED****Automotive Oem's-**

- Tata Motors
- M & M
- Navistar
- Force Motors
- Ashok Leyland Bajaj Auto Man
- Spare Parts Divs,
- Greaves
- American Axle
- Carraro India
- Dana India
- Rsb Transmission Amtek Bajaj Auto
- Brembo Bosch Chassis Systems, Toyota, TAFE.
- Tier 2 Customers Etc.

**Industrial Oems-**

- Jcb India L & T Schender Electricals
- Sab Wabco India Construction & Other Mechanical Industries. Koel, Cummins India, Construction Textile Machinery, Power Transmission Industries Etc.

**AFTER MARKET- ALL INDIA / SAARC COUNTRIES****PROFILE SUMMARY****After Market Business**

- PAN India / SAARC Sales & Marketing Strategic Planning to increase the market share
- Product Planning & New Launches to add products range
- Automotive Market study in terms of Price Analysis Competition study & Product analysis
- Vendor Development & management Aftermarket Pricing Budgeting Presenting AOP
- Participation in promotional activities like Trade shows Exhibitions Campaigning's at Garages Mechanics End user
- Dealer Network Development & control New Business Development at STUs, Payments management. Support sales team

**Automotive/ Industrial –OEM**

- RFQ management, Feasibility Study, Costing; work on quotes with the Engineering Projects team, Quote Preparation & Submission, Techno commercial negotiations , Pricing , Costing MIS , QMS activities
- Customer Support: Developing new customers, generating new business with existing customers by providing technical guidance.
- Customer Satisfaction: Control customer complaints; maintain schedule vs supply and timely delivery as per customer requirement.
- Responsible for business development for a wide spectrum of products and developing team of people
- Reviewing and interpreting the competition and market information to fine-tune the marketing strategies
- Visiting target market clients for studying requirements of clients & making detailed proposal presentation of products & highlighting the core benefits of the products
- Working in close coordination with built teams & overall market
- Branch operations in India / CHINA,
- Manage all aspects of daily business operations Import-Export. Sourcing of E-bike parts from China, Identifying new opportunities in Business Technology Commercial areas.
- Collecting information about ongoing and upcoming projects.
- Budgeting and business forecasting.
- Handled International Exhibition in GERMANY

**PROFESSIONAL CONTRIBUTIONS**

Plan, Direct Guide & Organize Business Operations, Landmark achievements in Sales & Collections, New Business acquisitions Project Managements, Cost Reduction Activities, Increase in Top & Bottom Lines , Team Building & nurturing New Product Developments , Effective Price Negotiations, QMS activities , MIS , Budget Preparation & Control Business Presentations Participation in International & National Exhibitions , Aftermarket-Sales Promotional activities Channel Management Product Management, Sourcing , Costing ,Pricing Strategy , Setting-up of Satellite Office in China.

**PERSONAL ATTRIBUTES:**

Interpersonal skills Analytical & Problem resolution skills Leadership Team player Computer savvy

## **WORK HISTORY ( Starting with Present & backwards )**

### **Vee Tee Auto Mfg Co P Ltd ( VIR ) Oct'19- Apr'20**

Market Leaders in Automotive Rubber Parts

Designation- Dy National Sales Manager-Aftermarket Sales & Marketing, Product Planning, Dealer Management.

### **Victor Reinz India Pvt Ltd Pune July'13- Sep'19**

DANA Group (US) Company-World leaders in Sealing technology products manufacturing Engine Gaskets & sealing products.

Designation -Head Sales (After Market Business) - Administration Product Planning, Strategic planning, Business Development Pricing Vendor development Dealer Management & development Etc.

### **ABC Bearings Ltd Pune ( TIMKEN) Feb'10 – June'13**

Leading Manufacturer of Taper & Cylindrical Roller Bearings in JV collaboration with NSK-Japan

Designation-Regional Manager Sales-Pune

Customer Key Accounts Handled-TML Pune / Jsr TML SPD M&M Dana India Ltd Carraro India Ltd FML MAN-FORCE AAM RSB Transmissions Ltd, Construction Textile machinery ,Power Transmission Industries Etc & After Market.

### **FIE Group -Fuel Instruments & Engineers P Ltd Pune / CHINA Jan'08 –Jan'10**

Well diversified (USD 150 Mn) group well known for their Testing Machines SPMs Auto Components (Castings Forgings Machined parts. Tool Room etc)

Designation-Head Techno commercial

Setting-up of Branch Office in China.

Handled International Exhibition in Germany.

### **L G Balakrishnan & Bros Ltd Pune Dec '05-Dec' 07**

Manufacturers of ROLON Chains for automotive & industrial applications forgings Fine Blanking Components.

Designation-Manager Mktg Fine Products Div

### **Vaid Elastomer Processors Ltd Navi Mumbai Jan'02 – Nov'05**

Manufacturers of Moulding Hoses Extrusion Rubber components for Automotive and other Industries.

Manager –Sales

### **G S Auto International Ltd / G S Radiators Ltd ( HQ – Pune) July '97 – Dec' 01**

Leading manufacturer of Radiators Castings and Forging Machined Auto parts.

Sr Sales Officer

### **Q H Talbros Ltd Pune March '93-June' 97**

One of the leading manufacturers of Steering and Suspension Components for all Automobiles.

Sales Supervisor